Index to Articles in 1960 Issues of FUELOIL & OIL HEAT

by months and page numbers

MANAGEMENT *(Oilheating and Airconditioning)*

THE AGE OF OIL HEAT ..... *Charles J. Guzzo* .. Mar. 75
BUSINESS FOLLOWS SERVICE ..... *William J. Stein* .. Apr. 58
CHASE MANHATTAN ANALYST: GAS COMPETITION ..... *John B. Winger* .. Apr. 13
COMFORT CATERING ..... *William J. Stein* .. June 52
COMFORT IS OUR BUSINESS ..... July 57
CUSTOMERS ARE WARM FRIENDS ..... Apr. 62
DAVID MEETS GOLIATH ..... *F. S. Burroughs* .. Feb. 49
DELIVERY AND OFFICE PROCEDURES ..... Sept. 78
DO YOUR ACCOUNTS TELL ALL? ..... *Ross Stevens* .. Mar. 77
EDUCATION SELLS ..... *V. M. Douglas* .. Feb. 60
EQUIPMENT ALLOWANCE PROGRAM ..... Dec. 48
HOW TO GROW IN BELLEVUE ..... Jan. 68
HOW TO "TELL 'EM NICE" ..... Apr. 43
INDIANAPOLIS CAMPAIGN ..... Oct. 68
INVESTING FOR THE FUTURE ..... *J. L. Minner* .. Dec. 54
IT PAYS TO COMMUNICATE ..... *Bert Dunphy* .. May 69
JOINT SERVICE ORGANIZATION IN RALEIGH ..... Oct. 56
LITTLE BUDGET SELLS 'LITTLE BILL' .. *Ralph Powers* .. Aug. 56
OIL, A SPRINGBOARD TO COOLING .. *William J. Stein* .. Sept. 74
OILHEATING GOES WITH SUNSHINE ..... Feb. 58
OILHEATING NEW YORK'S BEDROOMS ..... Nov. 51
OILHEATING PROMOTION NEARS $3 MILLION ..... Nov. 62
OLD PAPER IS WORTH MONEY ..... *Paul J. Spiewak* .. Jan. 79
OUTSELLING GAS ON COMMERCIAL JOBS *Robert Tewalt* .. June 65
PUBLIC RELATIONS CHECK LIST .... *Paul Lockwood* .. Aug. 72
PUNCHED-CARD EFFICIENCY ..... *Edgar S. Joseph, Jr.* .. Aug. 53
SELLING BY COST COMPARISONS ... *Frank Wymbs, Jr.* .. Jan. 72
SERVICE, COST CONTROL AND SELLING *William J. Stein* .. Mar. 72
'SOFT G' MEANS HARD SELL ..... *R. P. Hammond* .. Dec. 58
STEP RIGHT UP AND WIN YOUR WAY TO SALES ..... June 54
STORY OF 226 CONVERSIONS ..... Dec. 45
THINK YOU GOT TROUBLES? .... *Richard C. Wright* .. May 64
TOWARD LOWER SERVICE COST ..... *N. R. Steenstra* .. May 74
WHAT OF THE 'SOARING SIXTIES?' ..... July 56
"THE WORLD'S CHAMPION" ..... *V. M. Douglas* .. June 60
YEAR-ROUND BALANCE ..... *William J. Stein* .. Aug. 62
YOU MUST GROW TO REALLY LIVE .. *Henry D. Crane* .. Nov. 64

FUELOIL DISTRIBUTION

ACRES OF DIAMONDS ..... *F. S. Burroughs* .. Nov. 58
THE ANSWER IS STORAGE ..... *William J. Stein* .. Feb. 54
THE BENEFITS KEEP GROWING ..... *Robert Gray* .. July 49
CENSUS COUNTS FUELOIL SPECIALISTS ..... Dec. 43
CODED TICKETS HELP TO LOCATE FILLPIPES ..... Oct. 54
COUNTDOWN IN WISCONSIN ..... *Margaret Mantho* .. Oct. 57
DELIVERIES THAT WERE NEVER MADE ..... Mar. 86
DELIVERING WHAT WE SELL ..... *Charles F. Blood* .. Apr. 51
DELIVERY MEN ARE NOT INVOICE CLERKS *Ernst Harpur* .. July 52
ELEMENTS OF DEGREE-DAY OPERATION .. *Jack Pelinka* .. Aug. 68
FREEDOM OF CHOICE IN A FREE ECONOMY *Henry C. Brunie* .. Oct. 49
FUELOIL AND INCOME TAX CHANGE .. *W. L. Henry* .. Feb. 56
FUELOIL ON GUARD ..... Oct. 66
GETTING THE MOST FROM TRUCKS .. *Henry D. Crane* .. Sept. 64
HOW FUELOIL DRIVERS EARN MORE . *John W. Schulz* .. Sept. 67
HUMAN COMFORT TWO WAYS ..... Mar. 68
IT ALL SOUNDS SO SIMPLE! ..... *Everett W. Brune* .. June 60
OIL IS 'FREE' AT $3.90 A BARREL ..... July 67
QUARTET IN CLOSE HARMONY ..... *V. M. Douglas* .. July 60
SCHILDWACHTER OF THE BRONX ... *John W. Schulz* .. Nov. 54
SEASONAL PRICE VARIATIONS AND COSTS ..... Dec. 53
TANKER TO TRUCK BULK PLANT .... *John W. Schulz* .. July 62
TANKLESS TERMINAL ..... July 66
THROTTLE CONTROL FOR OIL TRUCKS *John W. Schulz* .. Apr. 60
TWELVE YEARS NEW ..... *Elmo D. Hidy* .. Jan. 70
TWO WESTCHESTER DEALERS USE COMPUTER ..... Nov. 44
WHY USE AUTOMATIC DELIVERIES .. *Henry D. Crane* .. Oct. 52

GENERAL

GEORGE BASTA AMAZES CONVENTION VISITORS ..... June 50
MID-HUDSON CELEBRATES 25TH ANNIVERSARY ..... Aug. 73
OIL HEAT SHOWS STRENGTH ..... May 51
PACIFIC OHI CONVENTION FEATURES SALES, SERVICE . June 46
PROVIDENCE, DULUTH WIN NFC SYMBOL CONTEST ... July 69
THE SHOW GOES ON ..... Mar. 61
TEEN-AGE TRAINING FOR OILHEATING CAREERS ..... Jan. 74

STATISTICAL *(Oilheating and Airconditioning)*

DEALERS LIKED 1959 ..... Jan. 65
OILHEATING SALES UP 12% ..... Jan. 57
HEALTHY INFANT ..... Mar. 70
HEATING OIL SALES—1959 ..... Sept. 80
1959 INSTALLATIONS WERE 635,951 ..... Apr. 65
IT WAS A GOOD SEASON ..... *Robert Gray* .. Sept. 55
OILHEATING MARKET MAP ..... May 73
SEATTLE OIL DISTRIBUTION ECONOMICS ..... Jan. 80
STATE BREAKDOWN FOR GAS HEATING ..... Sept. 26
STUDY OF BURNER-FUELOILS, 1960 ..... Nov. 60

TECHNICAL *(Oilheating and Airconditioning)*

BEST FOR SCHOOLS ..... *A. J. Becker* .. Nov. 68
BLUE FLAME OILBURNER ..... July 54
'BUILT-IN' HOT WATER ..... Feb. 51
CONTROLLING MOISTURE IN HOMES .. *W. B. Adams* .. Mar. 82
COOL WITH OIL IN SUMMER ..... Nov. 47
EVALUATING CORROSION INHIBITORS .. *W. Bertolette* .. Oct. 60
FIFTH COMMERCIAL OILBURNER EXAMINATION *John W. Schulz* .. May 77
FOUR FACTORS GOVERN YEARLY FUEL BILLS *Jean L. Dupuis* .. Aug. 75
FUTURE CONSUMING DEVICES ..... *R. L. Weeks* .. Oct. 61
GILMARTIN'S FLAMES ..... Oct. 64
GULF-DESIGNED OILBURNER ..... *John W. Schulz* .. June 43
HEAT ALONE IS NOT ENOUGH .. *Stanley C. Paterson* .. Aug. 59
HOW TO END LOSS-OF-PRIME TROUBLE . *W. B. Adams* .. Apr. 54
LARGE-BUILDING HEAT-CONTROL SYSTEMS *Jean L. Dupuis* .. Mar. 89
ODD DESIGN IDEAS IN ZYX BURNER .. *Jean L. Dupuis* .. Dec. 65
OILFIRED AIRCONDITIONER ..... Apr. 34
OILFIRED WATER HEATER: EXTENDED USES *John W. Schulz* .. Dec. 50
OILFIRED SNOW MELTING ..... Aug. 70
OIL SPECS AFFECT PERFORMANCE ..... May 66
PREHEATING PROBLEMS OF NO. 6 OIL JOBS *Jean L. Dupuis* .. Jan. 85
PRODUCT REPORT ..... May 59
RE-BIRTH OF JET-HEET FURNACE .. *John W. Schulz* .. Mar. 81
ROLLER MEASURES SOOT ..... June 57
SERVICING BIG BURNERS ..... *Jean L. Dupuis* .. July 71
SERVICING VACUUM AND OIL PUMPS .. *W. B. Adams* .. Sept. 71
'SOFT' REFRACTORY CUTS COMPLAINTS . *N. J. Driscoll* .. July 65
SOLVING BURNER ELECTRIC PROBLEMS . *Jean L. Dupuis* .. Oct. 71
SPARK GAP VOLTAGES ..... *W. J. Hein* .. Feb. 61
STACK LOSSES ARE IMPORTANT! ..... *W. B. Adams* .. Aug. 64
TEACHING JANITORS ABOUT OILBURNERS *Jean L. Dupuis* .. Sept. 83
THUMBRULES SOLVE PREHEAT PROBLEMS *Jean L. Dupuis* .. Feb. 69
TRENDS IN BOILERS, PACKAGE UNITS . *Jean L. Dupuis* .. Apr. 67
TWO KINDS OF FUEL UNITS ..... *John W. Schulz* .. Jan. 76
TANK KIT USES GASKETED STEEL PLATE ..... Dec. 62
WHITE-RODGERS DETECTOR ..... *John W. Schulz* .. Aug. 67
WHY ANTI-SIPHON VALVES ON BURNERS ..... Mar. 45
WINKLER LP OILBURNER'S NEW LOOK ..... Mar. 84